

Message Text

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FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC IMMEDIATE 6173

AMEMBASSY TOKYO IMMEDIATE

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C O N F I D E N T I A L JAKARTA 10605

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EO 11652: GDS

TAGS: ENRG EFIN ID

SUBJECT: INDONESIAN-JAPAN LNG TRANSPORTATION

REF: JAKARTA 10560

1. EMBOFF MET WITH TIRTO UTOMO OF PERTAMINA IN SEPARATE MEETING AFTER CALL ON WIJARSO (REPORTED REFTEL) FOR ADDITIONAL DETAILS ON LNG TANKER SITUATION. TIRTO INDICATED HE HAD SPOKEN WITH WASHINGTON PERTAMINA REP BENSON WHO REPORTED ENCOURAGING NEWS ON CONSTRUCTION OF SPHERES. BENSON TOLD TIRTO THAT ABS AND COAST GUARD HAD JUST MADE INSPECTION VISIT AND REPORTED "SPECTACULAR PROGRESS" IN WELDING OF SPHERES. TIRO SAID MARAD PREPARING FULL AND DETAILED REPORT FOR TRANSMISSION TO WIJARSO THROUGH EMBASSY.

2. TIRTO AGREED WITH WIJARSO'S ASSESSMENT THAT EVERYTHING NOW DEPENDED ON WHETHER BURMAH COULD SHAVE FREIGHT RATES. HE INDICATED HE HAD ASKED MOBIL, HUFFCO, AND BURMAH TO RECALCULATE TRANSPORTATION RATES IN TERMS OF GOTAAS-LARSEN'S COUNTER OFFER OF \$.351. TIRTO EXPLAINED PERTAMINA WANTED TO MAKE SURE THEY WERE COMPARING "APPLES WITH APPLES." HIS IMPLICATION WAS THAT GOTAAS-
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LARSEN RATE WAS NOT ENTIRELY REALISTIC. WITH REGARD

TO BURMAH, HE FELT, FRANKLY SPEAKING, RATE COULD PROBABLY BE CUT--BUT NOT BY MUCH. HE MENTIONED BURMAH'S WILSON HAD TOLD HIM LAST WEEK PRICE COULD BE LOWERED "BEHIND THE DECIMAL POINT" PRESUMABLY MEANING REDUCTION DOWN TO \$.360/MMBTU. HE THOUGHT THIS MIGHT BE ENOUGH IF IT TURNED OUT THAT GOTAAS-LARSEN RATE WAS NOT AS LOW AS IT APPEARED. TIRTO MADE IT PLAIN HE HAD LITTLE TRUST IN GOTAAS-LARSEN; HE REFERRED TO THEM THROUGHTOUT CONVERSATION AS "CROOKS." HE SAID GOTAAS-LARSENS, INC. WAS REALLY PART OF GOTAAS-LARSEN CORP. WHICH WAS ONLY "PAPER COMPANY." HE SAID JAPANESE WERE AWARE OF THIS AND THAT WAS PROBABLY ONE REASON WHY THEY COULD NOT AGREE TO ASSUME CO-RESPONSIBILITY WITH PERTAMINA FOR LEGAL CONSEQUENCES ON ANY DEAL INVOLVING GOTAAS-LARSEN.

3. TIRTO STATED HE HAD RECEIVED CALL FROM KANSAI UTILITY COMPANY IN TOKYO THIS SAME MORNING. KANSAI REP WANTED DETAILS ON PARTICIPANTS, DATES OF ARRIVALS, ETC.; TIRTO SAID HE HAD DISTINCT IMPRESSION JAPANESE WERE "PRESSURING" INDONESIANS TO HOLD MEETING AS QUICKLY AS POSSIBLE. HE WAS CURIOUS ABOUT TIMING OF CALL WHICH CAME LESS THAN 48 HOURS AFTER STATE DEPARTMENT HAD CALLED IN JAPANESE AMBASSADOR.

4. BOTH TIRTO AND WIJARSO LEAVING EARLY SUNDAY MORNING (AUGUST 15) FOR TOKYO. SUGGEST ANY WEEKEND TRAFFIC BE SLUGGED NIACT IMMEDIATE TO ENSURE TIMELY RECEIPT.

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